

Riva Insight

Riva Insight puts actionable customer intelligence at your team's fingertips. Access relevant CRM data, sales and market intelligence, relationship mapping and analytics, cognitive insights, and valuable public data sources.

Search for CRM contacts and accounts in your email client

View customers' local time. Helpful for scheduling meetings.

Get a quick snapshot of your customers' industry, revenue, head count, and other data.

Almost everything in the Riva Insight panel is clickable. Open CRM contact records. View customers' local time. Send an email. View recent tweets. Access other related CRM data.

View upcoming appointments, recent interactions, and other context-aware CRM data.

The screenshot displays the Riva Insight application interface. At the top, there is a search bar with a magnifying glass icon and a dropdown menu labeled 'Contact'. Below the search bar, the company profile for 'Shred-it' is shown, including its address (2794 South Sheraton Way, Oakville, ON, Canada), local time (Mon 5:12 PM), and various utility icons. A table of key metrics follows: Head Office ((555) 664-7665), Industry (Other), Revenue (\$780,080,000), and Employees (5,400). Below this, a contact profile for 'Aleon Erixon', a Regional Sales Manager, is displayed with his local time (Mon 5:12 PM), phone number ((555) 203-8000), email (a.erixon@shredit.com), and Twitter handle (@erixonal). A section titled 'Name of Assistant' lists 'Noela Noxire'. At the bottom, there are expandable sections for 'Upcoming Events' and 'Recent Interactions'.

Click to open related CRM account and contact records.

Gain customer insight from public data sources, InsideView (targeting intelligence), Sia by Opentopic (cognitive insight), and TrustSphere (relationship mapping and analytics).

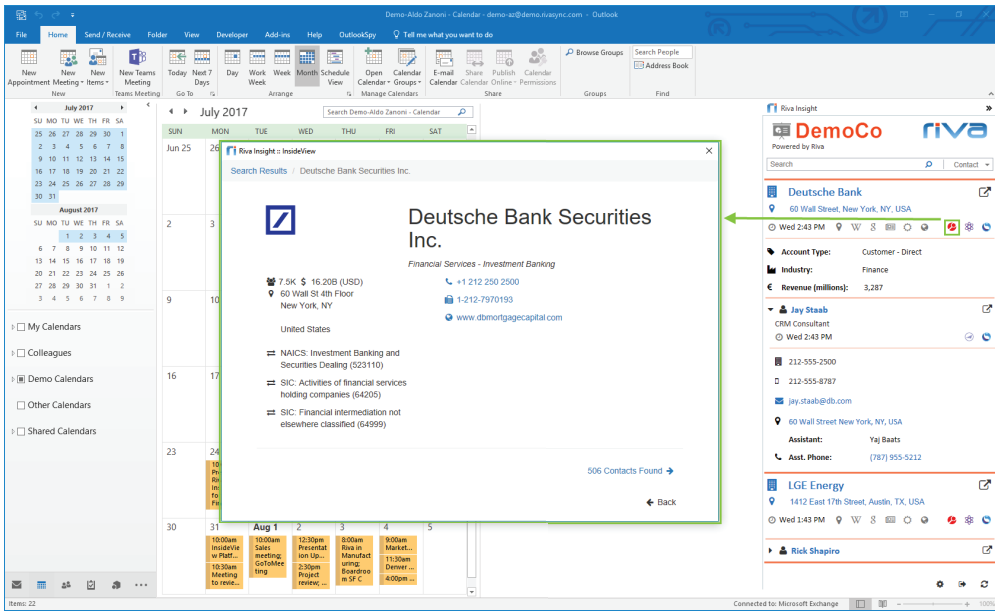
Click the TrustSphere button to identify who in your organization knows a contact. Helpful for requesting introductions.

You can think of Riva Insight as a "digital concierge" that provides access to customer intelligence from multiple data sources to drive sales productivity and improve customer engagement.

Over 1,200 companies and 150,000 CRM users trust Riva to solve complex integration challenges and improve sales productivity.

Call 408.675.5015 ▪ Or visit rivacrmintegration.com





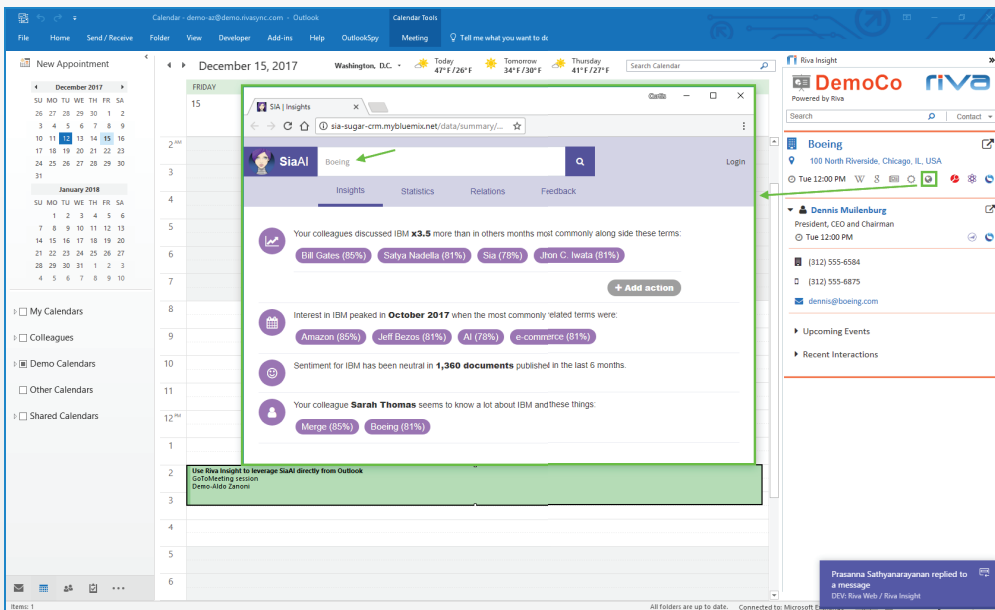
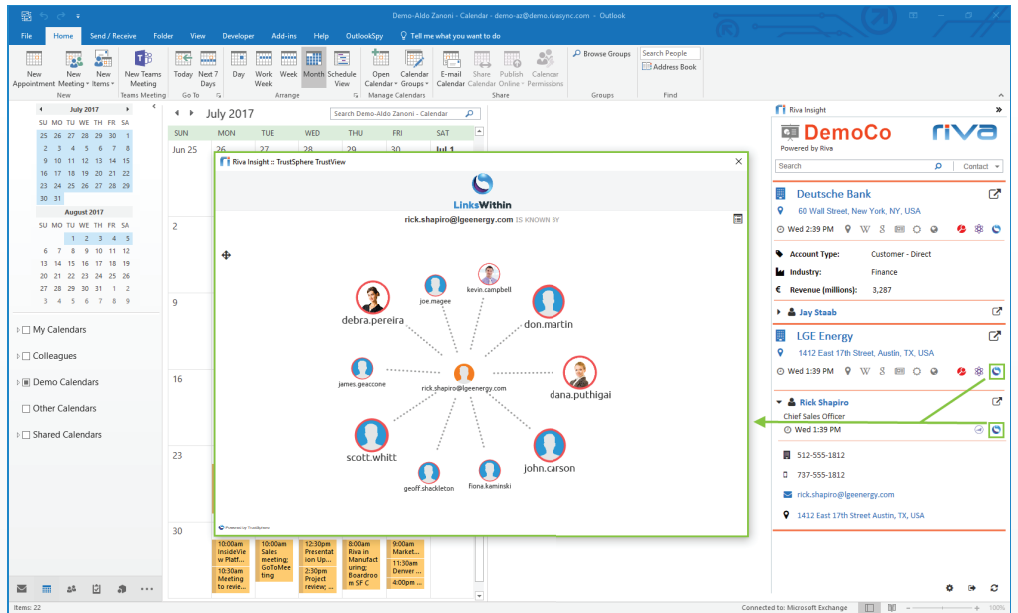
Informed sellers are effective sellers.

Knowledge is the currency of sellers today. But becoming an expert on every prospect and multiple industries is extremely time consuming. Riva Insight embeds InsideView targeting intelligence directly into sellers' daily workflow.



Harness your company's social network

Use TrustSphere LinksWithin to identify who in your company knows a particular contact. LinksWithin performs a real-time search of your company's social network, which is created and maintained in TrustVault, TrustSphere's Relationship Analytics platform.



Work smarter with cognitive insights

Riva's integration with Sia by Opentopic enables sellers to derive actionable insights from large amounts of unstructured enterprise data. With Sia, your team will make smarter, unbiased decisions.